A New York City Detective—and a Success

By FRANCES L. GARSIDE

DOWN in the bottom of her heart every woman thinks she has the makings of a good detective. She can tell when her husband has loaned money to his relatives before he has really loaned it; she knew long before the crash came that her neighbors were spending more than they could afford; she intuitively puts her finger on the criminal when there has been a crime, and sometimes finds the wanted man! That she doesn't succeed oftener, she is convinced, is because house-keeping, instead of the tracing of criminals, has become her profession.

Therefore, no woman will be surprised at learning that a most successful detective on the New York police force is a woman. In the case of Mrs. Mary A. Sullivan, working with the police is almost an inherited taste, many of her relatives being on the police force; with this background and a woman's native ability to ferret out a crime, she has become one of the best known police detectives in the country.

She began her business career as a traveling saleswoman for druggist sundries, in itself an unusual occupation, and was on the road six years. Feeling then that her little girl needed to see more of her mother, she took the civil service examination for police matron, and just naturally drifted into the work of a detective.

Her experience in the nine years she has been on the force are thrilling, amusing, heart-rending, and terrifying. She has run the gamut of emotion in her work. If some day, when her days of active service are over, she will sit down and write a story of what she has been through it will be of the kind that will keep the family up late reading it.

"I think a woman makes a good detective," she said, "because it is easier for her to make up for the part. I have so changed my clothes, my complexion, my hair, and my general appearance that a lawyer on whom I called one morning on business connected with a case didn't recognize me when I appeared in my make-up when the case came to trial the same afternoon.

"I have rouged and powdered and taken a seat in the back entrance of a saloon where, passing myself off as a keeper of a resort, I have gained the confidence of the proprietor and secured his conviction on violating the White Slave Act.

"The most remarkable thing I have found is the wonderful imagination of the girl who strayed. There was a time when I almost believed her story of abduction: Then, always I compel myself to wait for the 'other side' of the story, and by going direct to her home town I have found innumerable instances that every word the girl told was a falsehood. Girls who have escaped from reformatories have shown imaginations in picturing the loving home which they left to come to New York that, if harnessed, and properly driven, might make them authors of the country's best sellers.

"The state laws of New York forbid fortune telling. Under this head comes palmistry, if it predicts the future; spiritualism, if it attempts to predict for tomorrow, etc. A fortune teller—usually a woman—is a clever person. She is clever in duping her victims, and in gaining their protection when they have been duped, and also—I might say—their co-operation, for, naturally, they cannot advertise their professions, and these patrons advertise for them, every one, with the seal of silence on her lips, sending a friend who may be trusted not to give the fortune teller away.

"The men on the detective force can do little with these law violators for the reason that if a man called to have his fortune told, the 'seer' would at once become suspicious: Men are not as credulous as women in this particular.

MRS. MARY A. SULLIVAN

Who has shown that women can succeed along new lines.

"So, to me, there has been given the task of running innumerable fortune tellers to earth. While engaged in this I have been presented with an untold number of husbands; scores of children; I have been promised journeys over land and water; warned against dark-complected friends, etc.

"It seems to me that any woman who goes to these women must know she is being duped: They reel off the same predictions. One fortune is so much like the other that I think if I told what my first was the rest could be told in ditto marks. Yet sensible women; women who know the real value of a dollar in beefsteak and potatoes, and the necessity of conserving every penny, will go repeatedly to 'have their fortunes told.' I despair of my sex when I think of it.

"Of all my experiences the one that almost caused me to resign was the trailing down of a man who published a matrimonial paper in New York, and in addition conducted a matrimonial agency. Federal and postal authorities had complained; it had become an eyesore to the police department when one day I was called in by the chief and told that getting evidence against the man was my next big 'job.' And here is where my troubles began.

"I called one Sunday afternoon, and was told I would have to pay ten dollars for services in securing a husband, and 25 cents a month for dues. The regular price, I was told, was five dollars, but I would have to pay more for 'special service.' Just why I had to have special service, I do not know. I am not old, and I am in perfect health. I wondered afterward how much some of those I saw in his parlors had to pay—enough, I am sure.

"The application blank, when filled out, left nothing untold. Was I affectionate? Could I cook? Was I in good health? What was my age? Was I particular about the church I attended? Had I a temper? What was my occupation and what did I earn?

"I put myself down as a housekeeper at forty dollars a month. 'Make it a hundred and twenty-five,' said he; 'Everyone has to camouflage a little in this profession.'

"Then I was taken to a parlor where two score of men sat on one side of the room, and as many women on the other, and told to 'mix in.' The surprising, and pitiful feature was that this agency was conducted in an exclusive residence part of the city and that the clientele was drawn from a class that had had every advantage of education, all were middle age, or past, and all were paying this man large sums of money to procure a mate.

"In the four weeks that followed I was courted by Italians, Greeks, rich old Americans, fathers of large families, men looking for a wife as they would select a horse, or any other beast of burden. I had my hand held by so many men who thought they were making an impression, and who were so obnoxious to me, that I think those four weeks were the longest of my life.

"On my evidence the man was arrested; he gave bail, skipped it, and is now at large with the police of the country looking for him. But somewhere, no doubt, he is again engaged in proving that Barnum was right.

"I did detective work in apprehending the murderers of Herman Rosenthal. I have been engaged on many murder cases, and find, invariably, that a woman is true to her sweetheart, and will not tell on him—so long as she believes he is true to her. To induce her to tell, there must be evidence that he had another sweetheart, and it is in playing one woman against another that I have done some successful work along this line. But it is heart-rending. Women are so tragically loyal to brutes that one's heart aches for them.

"If a woman is not afraid; if she is not easily discouraged; if she will work week after week without any results; if she has the patience of Job; if she does not jump at conclusions; if she can keep her lips closed as to her own business, and play skilfully the part of the woman she assumes to be, remembering so well the part she is playing that she can never be tripped up in a misstatement, then she has 'the makings' of a good detective in her. The work is hazardous, no doubt. But there is a satisfaction in 'making good' on a job that is greater than I can express."

The Development of the Pin Industry in America

Something of the History of Needles and Pins When Bones and Things Served, and the Making of Billions Now From Brass and Steel Wire.

JUDGING by the stupendous number of pins and hairpins manufactured in this country every year, the task of the fair sex in keeping up their "crowning glory," and pinning their clothing together must be something terrific.

Also according to the number of needles manufactured each year, the American sewing must be some job.

Fourteen billion toilet pins are produced by American factories annually.

American mothers find it necessary to purchase 720,000,000 safety pins every year in order to keep the blessed little kiddies properly harnessed.

The yearly crop of metal hairpins is a billion and a quarter.

Needles of all kinds aggregate 235,000,000 every twelve months.

The value of this pin and needle crop is $13,000,000 at the factories.

There are 49 factories engaged in the making of these articles, the total capitalization being $9,424,000.

Back in 1850 there were only four pin factories in the United States. They had a combined capital of $164,000. It will thus be seen that the growth of this industry has been tremendous.

Thorns and fish bones were used as a means of fastening clothing long before the discovery of pins and needles and thread. Among the remains of the lake dwellers of Central Europe have been found a great number of pins—some of bone, others of bronze. Some of them are quite fancy, having ornamental heads, while others are very crude. Some have double stems, and a few have been found that were made exactly like the safety pins of today. Among Egyptian and Greek ruins have been found many specimens of artistically made pins. Ancient Roman bronze pins and bone hairpins, with fancy heads, have been found at Pompeii.

Pins for the use of the toilet were first made in England during the fifteenth century. They were made of iron wire. Brass wire pins were introduced from France in 1540 by Catharine Howard, Queen of Henry VIII. The foundation for the manufacture of the present-day pin commenced with the invention of the process of drawing wire. For many years all pin manufacturing was confined to France and Germany where this process was invented. Brass wire pins were first made in England in 1826.

In the early days of pin making it was a most tedious process. They were made by filing a proper length of wire to a point and then twisting a fine piece of wire to the other end, thus forming a head. This required fourteen different operations by as many workmen, all of which was done by hand, as machinery had not been invented.

In 1775 the American Congress, realizing the absolute necessity for pins in the development of the civilization of the country, offered a bonus of 50 pounds for the first 25 dozen domestic pins equal to those imported from England.

In 1797 Timothy Harris, of England, devised the first solid-headed pin.

American inventive genius as usual, continued on the job until the best idea was hit upon. Lemuel Wellman Wright, of this country, invented a machine in 1824 which gave the industry much headway. His machine made solid heads to the pins by a process similar to the making of nails, by driving a portion of the pin itself into a counter sunk hole. This was done automatically.

Seven years later, in 1831, John Ireland Howe, a doctor in Bellevue Hospital, New York, invented a machine for making perfect solid-headed pins. A company was organized and a factory started at Derby, Connecticut.

The modern automatic pin machine completes the pin in all details except the coloring and polishing.

Samuel Slocum, of Connecticut, invented the first pin sticking machine. Dr. Howe utilized it in his factory in 1841. This machine is almost human in its workings. One workman feeds it with pins and another feeds it with papers. The packages come out at the other end of the machine exactly as the ladies buy them at the dry goods stores.

The Chinese were the first people in the world to use steel needles. The Chinese needles slowly made their way westward until they were brought into Europe by the Moors.

The earliest needles known to history did not have eyes, but were like awls, and were used for making holes in the skins, through which long roots of plants, or leather thongs, were passed and then tied. Later a hole was bored through one end of the stone or bronze needle, through which the root or leather was passed, and thus dragged through the hides as punched. Such needles are found in the remains of the stone age. Bone needles with eyes are found in the reindeer caves of France and the lake dwellers of Central Europe.

It was not until after 1885 that needles were made and finished entirely by machinery.